

Message Text

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PAGE 01 KUWAIT 03116 240714Z
ACTION NEA-11

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UNCLAS KUWAIT 3116

USDOC FOR ITA/BED/CAGNE

E.O. 11652: N/A
TAGS: BEXP, KU
SUBJECT: EARLY WARNING ON ACQUISITION OF MARINE EQUIPMENT
BY SHUAIBA AREA PORT AUTHORITY

1. SHUAIBA AREA PORT AUTHORITY (SAPA), WHICH IS RESPONSIBLE FOR MAJOR INDUSTRIAL ZONE SOUTH OF KUWAIT CITY, IS LIKELY SOON TO BE IN THE MARKET FOR THE FOLLOWING:

A. TUGBOATS. KEEL MARINE LTD., (HOME OFFICE READING, U.K.), A LONG TIME SAPA CONSULTANT, IS PREPARING SPECIFICATIONS FOR THREE NEW, TWIN SCREW TUGBOATS RATED AT 3000 HORSEPOWER TO REPLACE THREE 2100 HP TUGS PRESENTLY IN SERVICE. INVITATION TO TENDER SHOULD FOLLOW SOON AFTER THE SPECIFICATIONS ARE COMPLETED.

B. PILOT BOATS. SAPA PLANS TO PURCHASE THREE SINGLE/TWIN SCREW PILOT BOATS. KEEL MARINE WILL DRAW UP SPECS FOR BOATS, WHICH ARE LIKELY TO BE DIESEL POWERED.

C. NEW CONTROL TOWER. U.S. CONSULTANTS, SVERDRUP AND PARCEL (800 NORTH TWELFTH BLVD., ST. LOUIS, MISSOURI, 63101) IS DOING PLANNING/DESIGN FOR NEW CONTROL TOWER TO REPLACE CRAMPED/DILAPIDATED TOWER FOR SHUAIBA PORT PRESENTLY IN USE. BESIDES TENDERING FOR NEW TOWER, SAPA WILL BE IN MARKET FOR SOPHISTICATED COMMUNICATION GEAR FOR SHIP TO SHORE CONTACT WITH TOWER.

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2. ACTION REQUESTED: USDOC ADVISE INTERESTED MARINE EQUIPMENT SUPPLIERS, SHIPBUILDERS, AND MARINE COMMUNICATIONS SUPPLIERS OF THESE OPPORTUNITIES AND CONTACT SVERDRUP-PARCEL FOR MORE INFORMATION ON CONTROL TOWER. TUG AND PILOT BOAT SUPPLIERS MAY WISH TO CONTACT KEEL MARINE LTD. FOR MORE DETAILS, ALTHOUGH FIRM MAY BE RELUCTANT TO PRO-

VIDE THESE. INTERESTED U.S. SUPPLIERS SHOULD CONTACT
DIRECTLY FOLLOWING SAPA OFFICIAL ALERTING HIM OF THEIR
CAPABILITIES:

CAPTAIN A.R. AL-NAIBARI
MANAGER, PERT OF SHUAIBA
P.O. BOX 4690
KUWAIT, STATE OF KUWAIT
TELEX: 4205

3. U.S. FIRMS SHOULD BE AWARE THAT SAPA HAS TWO KEY
BRITISH ADVISORS WHO FAVOR BRITISH MARINE SUPPLIERS. U.S.
FIRMS WOULD BE WELL ADVISED TO HAVE THEIR REPRESENTATIVES
OR AGENTS APPROACH NAIBARI AND OTHER KUWAITI SAPA OFFICIALS
DIRECTLY IF THEY WISH TO PRESENT THEIR STORY FULLY.
SUTHERLAND

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